SOCIETY FOR
PRIVATE AND COMMERCIAL
EARTH STATIONS

CONVENTION AND EXHIBITION
OMAHA, NEBRASKA
AUGUST 4-7, 1982

SPACE

SPACE®

1920 N Street, N.W.
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(202) 887-0605

SOCIETY FOR PRIVATE AND COMMERCIAL EARTH STATIONS

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The Video Set
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Visalli Satellite Systems, Inc.
Vogt, Inc. d/b/a Curtis Mathes
Home Entertainment Center
Wadena TV Center
Walton Satellite TV
West Winds Construction
Wheeler Communications
World Sat-Division of Lawhorn, Inc.

Welcome!

Introduction

This is the first earth station industry convention and exhibition sponsored by SPACE, the trade association representing this industry. It is an event which you can be proud of and an occasion which marks the tremendous progress that this industry has made since its inception just a few years ago. Many of you remember the first shows for the earth station industry which were sponsored by Bob Cooper and served as a forum where those interested in the fledgling earth station industry could come together, discuss the viability of an earth station industry, and view the developing technology. It was at one of these early shows that the idea for SPACE was born and now, two years later, the trade association itself is sponsoring the forum where the proponents of the earth station industry can once again meet, discuss the future of the industry and view the largest exhibition of earth station equipment ever assembled.

The Theme

We hope that this trade show will, in many ways, reflect the goals and needs of SPACE and the earth station industry. The focus of this convention and exhibition is the dealer – "The Vital Link Between the Earth Station Industry and the Consumer." This theme reflects the importance of the dealer to our industry. By helping to improve the ability of the dealer to perform his role, we all improve the ability of the earth station industry to succeed. Therefore, we have scheduled seminars and panels that we believe will provide all members of the industry with much needed information on marketing, legislation, technology, system design, and legal considerations.

Special Guest Speakers

We are very fortunate to have as guest speakers three legislators who have taken an interest in the earth station industry. Senator Larry Pressler from South Dakota was only recently given an indepth exposure to our industry. Through his leadership and his determination to fully understand the public importance of the earth station industry, Senator Pressler helped all of his colleagues become aware of the many benefits of earth station use.

Congressman Charlie Rose has an extensive background in the communications and electronics industries as Chairman of the Speakers Advisory Committee on Broadcasting and Chairman of the Congressional Clearinghouse on the Future. The Congressman was one of the early proponents of the earth station industry and for the past several years has continuously strived to bring about a general awareness of the benefits of our industry on Capitol Hill.

Congressman Billy Tauzin is a member of the House of Representatives' Subcommittee on Telecommunications and has emerged

as a leader with an indepth understanding of the earth station industry. Realizing the benefits of this technology for his rural constituency, Congressman Tauzin has worked to bring about a greater understanding of the earth station industry by other members of the House Subcommittee on Telecommunications.

We are indeed fortunate to have these legislators appear at the SPACE Convention. This industry, still in its early stages, can be greatly affected by legislation on Capitol Hill. Since the industry's inception, there has been proposed legislation which, if passed, could damage the industry. Fostering open lines of communication between the earth station industry and our Representatives and Senators is the only way to ensure that this industry is permitted to grow and flourish.

Exhibitors

The turn out of exhibitors at this first SPACE Convention is indeed impressive. We believe that there has been such tremendous support and participation from within the industry because this show is unique – the show itself "belongs" to each and every SPACE member. The attendance at this show is itself a mark of the industry's determination to remain cohesive and succeed in its goal of creating an environment in which the earth station industry can flourish. So take your time in viewing the extensive equipment displays and take advantage of this opportunity to discuss business with manufacturers and distributors.

SPACE PAC

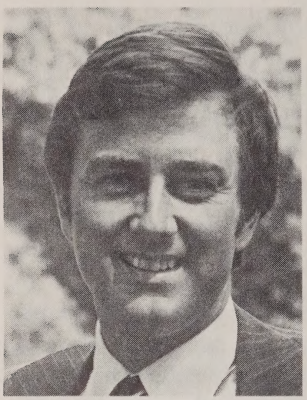
In pursuing its goals, SPACE has taken an important step this year by establishing the SPACE PAC (Political Action Committee). Political Action Committees are one of the most effective ways of communicating our needs to legislators and are used extensively by trade associations. Information on SPACE PAC is available in the SPACE booth. Please take a moment to drop by and learn more about how, SPACE can increase its effectiveness on Capitol Hill.

Banquet

This convention has all the earmarks of a fulfilling learning experience and a worthwhile business experience for everyone attending. But it is not all work. At Friday night's banquet, we hope you will all take advantage of an opportunity to relax, enjoy some entertainment, and socialize with other members of the earth station community. Bud Ross, President of Birdview Staellite Communications, Inc., is sponsoring the entertainment for the Banquet and his thoughtfulness is greatly appreciated. So plan to hear the band "The Franklin Mint" and enjoy the comic entertainment of Calvin Coolidge, Friday evening at 8:00 p.m. Tickets are available at the SPACE booth.

Bob Behar
Convention Chairman

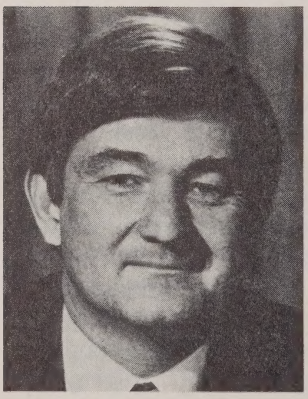
About Our Guest Speakers



The Honorable Larry Pressler

A Republican, Senator Pressler is currently serving as South Dakota's senior U.S. Senator. Born in Humboldt, South Dakota, in 1942, Senator Pressler grew up on a family farm which his parents still operate. He attended the University of South Dakota, was a Rhodes Scholar, received a J.D. degree from Harvard Law School and is a Vietnam veteran. The Senator was elected to the House of Representatives in 1974, re-elected in 1976, and began his term in the United States Senate in 1978.

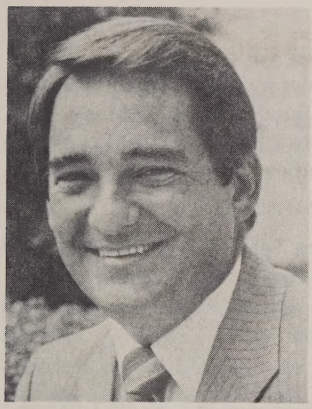
As a member of the Senate Communications Subcommittee, Senator Pressler plays an important role in shaping this country's domestic telecommunications policy. Recently, communications legislation in the Senate, known as the Goldwater Bill (S. 2172), brought Senator Pressler in close contact with the goals and needs of the earth station industry. As a member of the Communications Subcommittee, the Senator was concerned with the "anti-piracy" provisions contained in S. 2172 and listened attentively to the problems which would have been created for the earth station industry if the "anti-piracy" provisions contained in S. 2172 had become law.



The Honorable Charlie Rose

A Democrat from North Carolina, Congressman Rose was born in Fayetteville, North Carolina, in 1939, educated in North Carolina, and obtained a J.D. degree from the University of North Carolina. Congressman Rose is the founder of the Congressional Clearinghouse on the Future and Chairman of the Speakers Advisory Committee on Broadcasting. The Advisory Committee is responsible for the telecasting of sessions of the House of Representatives.

The Congressman's familiarity with and interest in communications technology originally sparked his interest in the earth station industry. Congressman Rose has testified in support of the earth station industry before various Senate and House Subcommittees which have held hearings on communications issues affecting the industry. His undertsanding and sympathy with the problems of the earth station industry have led him to be one of the early champions of this new technology.



The Honorable W. J. "Billy" Tauzin

Born in 1943 in Chackbay, Louisiana, Congressman Tauzin obtained a J.D. degree from Louisiana State University while serving as a legislative aide in the Louisiana State Senate. After practicing as a partner in a private law firm for several years, the Congressman was elected to the Louisiana House of Representatives in 1971, 1975 and 1979 and began his tenure in the United States House of Representatives in 1980.

Congressman Tauzin is a member of the House of Representatives' Subcommittee on Telecommunications. Serving a rural constituency, Congressman Tauzin has been receptive to the benefits which earth station technology can provide to his constituents. Through insightful questions and indepth discussions, he has been diligent in revealing the benefits of earth station technology to his fellow members of the House Subcommittee on Telecommunications. During the hearings on the Waxman Bill, Congressman Tauzin's leadership was instrumental in developing the issues affecting the earth station industry.

Robert Behar

Robert Behar is President of Hero Communications, a manufacturer, principally of parabolic wire mesh antennas, located in Florida. Mr. Behar is a Pioneer member of SPACE and has become an expert at bringing in satellite signals to remote areas.

Richard L. Brown

Mr. Brown is Vice President and General Counsel to SPACE. A partner in the law firm of Brown & Finn, Mr. Brown has been engaged in the private practice of communications law since 1973, when he left his position as an attorney with the Federal Communications Commission's Television Bureau. While at the FCC, Mr. Brown was one of the chief architects of the 1972 Cable Television Rules and Regulations. Mr. Brown has a J.D. degree from New York University and is a frequent lecturer on satellite communications.

Robert B. Cooper, Jr.

Mr. Cooper is the acknowledged father of the home earth station industry and one of the original founders of SPACE. He publishes *Coop's Satellite Digest,* which to many is the preeminent publication on earth station technology.

Peter J. Dalton

Peter Dalton has been President of KLM Electronics, Inc., for a year and a half. He served on the Board of Directors of KLM for a year prior to his present position. During the years 1970-1975, Peter was President of United States Textile Corp. During 1970-1975, he served as chief Financial Officer of Wilsey-Bennett Corp. Mr. Dalton has had several articles published in national technical magazines and has established himself as a distinguished figure in this industry.

Ed Eagan

Mr. Eagan organized Eagan & Associates in 1978, which specializes in consulting services concerning the "start-up" of companies involved in the television and satellite programming industry, such as: SBC Sports, Satellite Music Network and Closed Circuit Paramutual Telecast. He is a founder of ESPN and a former manager of marketing development for Microdyne Corporation.

Anthony (Terry) Easton

Mr. Easton is President of National Entertainment Television, a new national satellite-fed television network. He also heads up the Satellite Center, a San Francisco organization which publishes newsletters and "how-to" manuals for the home satellite television enthusiast and businessman.

Vincent Finelli

Mr. Finelli is currently Vice-President and Chief Financial Officer of Telecom Industries Corporation, Manager of Data Processing for the State of Delaware, a computer systems analyst for Litton Industries, and controller and general manager for ACL Manufacturing. Mr. Finelli received a B.S. degree and an M.B.A. degree from Syracuse University.

Frederick W. Finn

Mr. Finn is presently a partner of the law firm Brown & Finn. He is past Vice-President of Microband Corporation of America (the largest provider of Multipoint Distribution Service), former Associate General Counsel to the National Cable Television Association, and a former staff member of the Federal Communications Commission. Mr. Finn has a B.A. from Johns Hopkins University and his J.D. from the Fordham University School of Law.

Andy Gibbs

Mr. Gibbs is currently Vice-President and Chief Officer of Telecom Industries Corporation as well as an engineering consultant to National Semiconductor Corp., Memorex Corp. and other Silicon Valley electronic firms. A graduate of Villanova University with a degree in Mechanical Engineering, Mr. Gibbs has several mechanical design patents.

Jim Grabenstein

Mr. Grabenstein is an applications engineer with Microdyne. Prior to that he spent 25 years as chief engineer with Potomac Valley TV Company of Maryland, one of the largest cable television systems in the country. Mr. Grabenstein has been involved in the video distribution business since 1948. He was the Society of Cable Television Engineers' (SCTE) Man of the Year in 1978 and is presently Chairman of the Florida Chapter of SCTE.

Andy Hatfield

Mr. Hatfield has been President of Avcom of Virginia, Inc., since 1976. Prior to that he spent 13 years with IBM as a customer engineer. Mr. Hatfield attended both the University of Virginia and the University of North Carolina receiving an A.A. degree and a B.A. degree in Economics.

Taylor Howard

A Ph.D., Dr. Howard was the first Presdient of SPACE. He is a well-known professor at Stanford University as well as a NASA scientist and an active consultant to the earth station industry.

Tom Humphries

Tom Humphries is now completing his term as President of SPACE. During his tenure, the organization achieved cohesiveness within the industry and became the internationally recognized focal point for the industry. With years of background in microwave technology as a private consultant with many notable companies, most recently M/A-Com and Gardner Communications, Tom will be changing careers next month by entering into business ventures in the Caribbean.

Lynn Johnson

Mr. Johnson is President of Custom Electronic Systems in Denver, Colorado. Custom Electronic is actively engaged in the SMATV business and has constructed over 7,000 units. Mr. Johnson has a degree from Stanford University in broadcast, served as a broadcast engineer for 10 years with KMGH-TV in Denver and has extensive experience in low-power TV.

Steve Koogler

Mr. Koogler has been with R.L. Drake Co. for 10 years and is currently a Senior research engineer with the company. He received a BSEE degree from the University of Cincinnati and a MSEE degree from the University of Dayton.

Stu Levin

Mr. Levin is a founding shareholder of American Cablevision of New Orleans, Inc., a subsidiary of ATC and was responsible for the development of a cable television proposal for New Orleans. Prior to that Mr. Levin was an accomplished producer of television shows, music and live events for pay television. Utilizing the basic SMATV concept, Mr. Levin created Domesticom Multi Systems Corp., which delivers pay TV from satellite feeds to subscribers in multiple states using state-of-the-art addressable technology.

Robery Luly

Mr. Luly is President of Luly Telecommunications Corporation, which manufactures the popular collapsible antenna. This portable umbrella antenna features a unique feed system and is especially designed for demonstration use. Mr. Luly has been involved in microwave electronics since 1960. He formerly taught microwave electronics at a community college in San Bernadino and was involved in the recording and sound industry.

Pat McDougal

Mr. McDougal is Special Assistant to the President of the Direct Broadcast Satellite Corporation (DBSC) which has been awarded a license by the FCC to operate a direct broadcast satellite system. He is involved in the financing of the corporation and presently manages the marketing of the corporation's services. He is also a consultant to Satellite Systems Engineering (the parent of DBSC) and managing editor of *Satellite Marketing Digest.* Mr. McDougal received a Masters degree in communications from Cornell University and a B.A. degree from the University of New Wales in Australia.

Robyn G. Nietert

An attorney with the law firm of Brown & Finn, Ms. Nietert has been involved in the communications field since 1974 when, while in college, she began working as Washington liaison for the E.F. Johnson Company. She received her J.D. degree from George Washington University in 1980 and was awarded the ASCAP Prize for 1979 for her paper analyzing the cable television provisions of

the new Copyright Law. Ms. Nietert is a guest lecturer at George Washington University's National Law Center on the topic of telecommunications and copyrights.

Jim Rothbarth

Mr. Rothbarth is President of Satellite Technology Services, Inc., which he founded several years ago to manufacture receivers and actuators. He is also Vice President of the National Garment Company and has a degree in economics.

Dr. Yozo Satoda

Dr. Satoda is a founder of Dexcel, Inc., where he currently serves as Vice-Chairman. He is in charge of technical development and corporate research and development. Prior to founding Dexcel, Dr. Satoda was associated with Avantek, Inc., and Hewlett Packard Company. Dr. Satoda received a Ph.D. in Electrical Engineering from Stanford University in 1967.

Jerry Schulman

Mr. Schulman is a licensed professional engineer who received an M.S. in engineering from the University of California at Berkeley. His professional experience has included engineering design work with Lockheed, Hughes Aircraft, Warner Amex Cable and SPACECOM. Over the past 12 years, he has had extensive experience in the communications and aerospace field.

Richard Tenney

Mr. Tenney is President of Cable Denver Company, which is involved in the construction and operation of SMATV systems. He is also a representative for the Miralite antenna. Mr. Tenney is a former city councilman.

Bill Tillsen

Mr. Tillsen is President of Netcom International, which is involved in the transmission of commercial broadcast, cable and subscription television programming and closed-circuit video conferences. Prior to launching Netcom, Mr. Tillsen was a management consultant to an East Coast video production firm and owner of a string of national art galleries.

Horton Townes

Mr. Townes has been Chairman of the Board of Directors of National Microtech since he founded the company with Dave Fedric and John Grantham in 1980. He received an M.B.A. from the University of Mississippi and is a past recipient of the *Wall Street Journal* Award for Finance.

Mike Wade

Mr. Wade is President of Multi Cable Services, Inc., a partner in Wade-Rogers Comm., Inc., and founder of Global Communications and SWR Communications. He has constructed over 35,000 SMATV units nationwide and was responsible for the recent Warner-Amex purchase of an addressable converter owned by Wade-Rogers Communications.

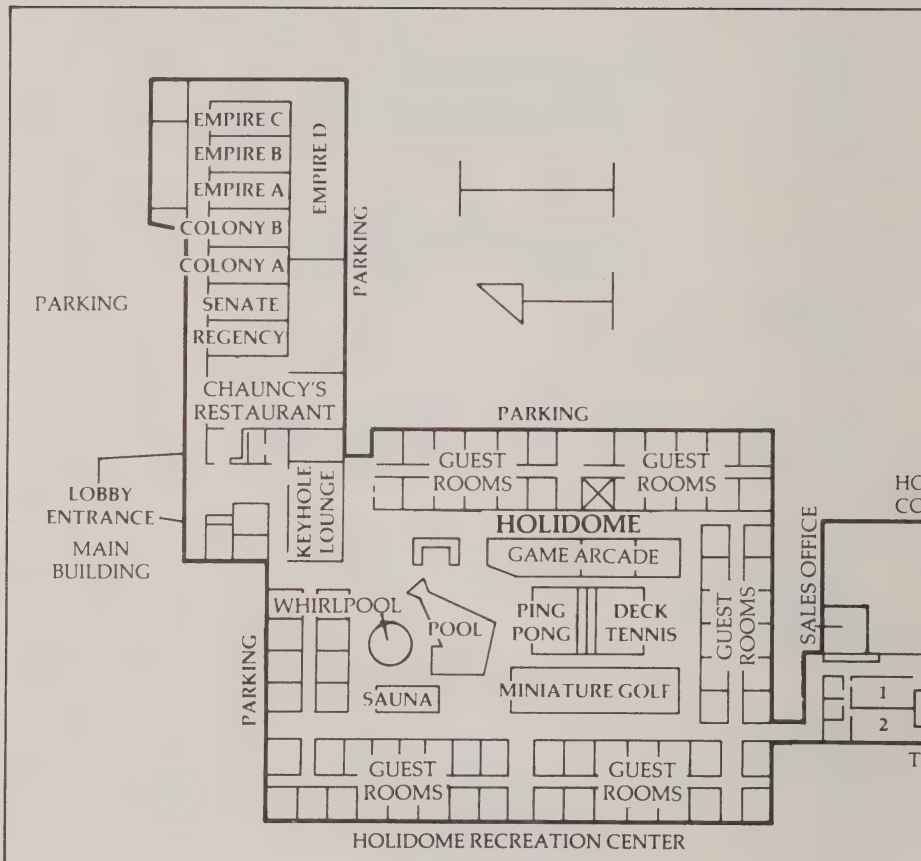
Clyde Washburn

Mr. Washburn is a scientist with Earth Terminals, Inc., and author of the Washburn Manual. Previously he was a manager of advanced development for Harris RFCOM.

Wednesday

All events today take place in Conference Rooms 3a, b and c, across from the Holiday Hall.

9:30 a.m.	**"Welcoming Address and Introduction to the Earth Station Industry"** - Tom Humphries, President of SPACE
10:00 a.m.	**"Basic Satellite Systems"** - Professor H. Taylor Howard Stanford University, former President of SPACE
11:00 a.m.	**"Earth Stations and the Law"** - Richard L. Brown, Brown & Finn Vice President/General Counsel to SPACE - Robyn G. Nietert, Attorney, Brown & Finn - Frederick W. Finn, Attorney, Brown & Finn
12:00 p.m.	**Break**
1:30 p.m.	**"Earth Station Antenna Basics"** - Robert Luly, President Luly Telecommunications Corp.
2:15 p.m.	**"Low Noise Amplifier Basics"** - Tom Humphries
3:00 p.m.	**"Earth Station Receiver Basics"** - Taylor Howard
3:45 p.m.	**Break**
4:00 p.m.	**"Licensing an Earth Station and Terrestrial Interference"** - Jerry Schulman, Comsearch, Inc.
5:00 - 6:00 p.m.	**"Tell Me This"** Question and Answer Period **Panel:** Richard Brown Robert Cooper Taylor Howard Tom Humphries Robert Luly Robyn Nietert Jerry Schulman
6:30 - 7:30 p.m.	**Cocktail Reception** hosted by the law firm of Brown & Finn (Counsel to SPACE) honoring past and present officers and directors of SPACE. All Convention registrants are cordially invited.
8:00 p.m.	**SPACE Board of Directors' Meeting** (Board members and Pioneer members only)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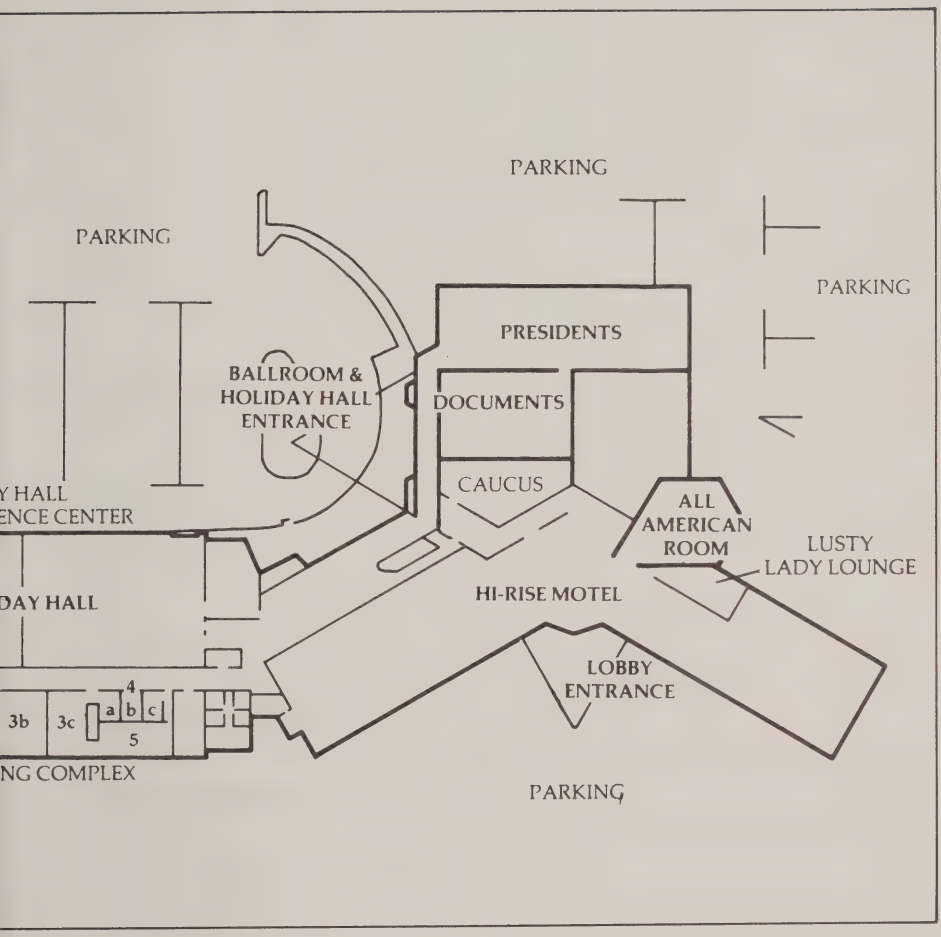
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HI-RISE MOTEL
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PARKING

Thursday

8:00 a.m. **Videotape in Rooms**
(interviews and previews conducted by Bob Cooper)

9:00 a.m. **Welcome to the Convention**
- Tom Humphries, President of SPACE
Caucus Room

9:30 a.m. **"Is the Earth Station Business For You?"**
- Jim Rothbarth, President
Satellite Technology Services, Inc. *Caucus Room*

10:15 a.m. **"How To Be A Successful Dealer"**
- Andy Gibbs and Vincent Finelli
Telecom Industries Corp. *Caucus Room*

11:00 a.m. **Break**

11:15 a.m. **"The Marketing Consideration From the Manufacturers' View"**
- Peter Dalton
KLM Electronics, Inc. *Caucus Room*

12:00 p.m. **"How To Sell To Your Customer"**
- Horton Townes
National Microtech *Caucus Room*

12:45 p.m. **Wrap-Up**
- Tom Humphries *Caucus Room*

1:00 p.m. **Break and Exhibit Hall Opens until 7:00 p.m.**

3:00 - 4:00 p.m. **"The International Satellite Explosion"**
- Bob Behar, President
Hero Communications *Conference Rooms 3a, b, c*

4:00 - 6:30 p.m. **Meeting of SMATV Section of SPACE** *Conference Room 4a*

7:00 p.m. **Exhibit Hall Closes**

Friday

8:00 a.m. **"Technical Aspects of SMATV"**
- Jim Grabenstein, Microdyne *Caucus Room*

9:00 a.m. **"Everything You Always Wanted to Know About SMATV"**
SMATV Panel:
Ed Eagan, Eagan & Associates
Richard Tenney, Miralite Corp.
Mike Wade, Multi Cable Services, Inc.
Lynn Johnson, Custom Cable of Colorado
Professor Terry Easton
Stu Levin, Domesticom
Caucus Room

10:30 a.m. **"Pros and Cons of Low Noise Converter Approach"**
- Dr. Yozo Satoda
Dexcel, Inc. *Caucus Room*

11:15 a.m. **"Receiver Technology and Problems"**
- Clyde Washburn, Earth Terminals, Inc.
- Steve Koogler, R.L. Drake Co. *Caucus Room*

12:00 p.m. **Question and Answer Session on "Earth Station Installation, Operation and Techniques"**
- Andy Hatfield
Avcom of Virginia, Inc. *Caucus Room*

1:00 p.m. **Exhibit Hall Opens Until 7:00 p.m.**

3:00 - 4:30 p.m. **"Teleconferencing"**
- Bill Tillson, President
Netcom International *Conference Rooms 3a, b, c*

4:30 - 6:30 p.m. **Meeting of Dealer Section of SPACE** *Conference Rooms 3a, b, c*

7:00 p.m. **Exhibit Hall Closes**

7:00 p.m. **Cash Bar**

8:00 p.m. **SPACE Banquet**
- Special Guest Speaker, The Honorable Charlie Rose
Chairman of the House Broadcast Committee
Presidents Room

Entertainment — Comedian Calvin Coolidge
Music — The Franklin Mint

Saturday

9:30 a.m. **General SPACE Membership Meeting**
"Dealing with Congress"
- Special Guest Speaker, The Honorable Billy Tauzin
Member of the House of Representatives'
Subcommittee on Telecommunications

Presidents Room

10:30 a.m. **"Orbital Spacing and Small Dishes"**
- Taylor Howard *Conference Rooms 3a, b, c*

11:30 a.m. **"Direct Broadcast Satellites"**
- Pat McDougal, Special Assistant to the President
Direct Broadcast Satellite Corporation

Conference Rooms 3a, b, c

12:30 p.m. **Buffet Lunch**
- Special Guest Speaker, The Honorable Larry Pressler
Member of the Senate Subcommittee
on Communications

Presidents Room

2:00 p.m. **Exhibit Hall Opens until 6:00 p.m.**

6:00 p.m. **Exhibit Hall Closes**

Exhibitors

ACTIVE SATELLITE MFG., INC.
Box 544, Nisswa, Minnesota 56468 (218) 963-2261
Product: Complete systems, including fiberglass parabolic antennas
Staff: Walter Johnson, Stuart Smith, Catherine Smith, Don Walsh
Booth(s) H021

AMERICAN MICRO SUPPLY CO.
P.O. Box 1006, 500 S. 9th Street, Cambridge, Ohio 43725 (614) 439-7711
Product: Antennas, mounts, modulators, receivers, LNAs, coaxial and various other TVRO supplies
Staff: David Killiany, Jay Kasdorph
Booth(s) H045,H046

AMERICAN MICROWAVE TECHNOLOGY
Box 824, Fairfield, Iowa 52556 (515) 472-3174
Product: TVRO components, receivers (KLM, Arunta, Avcom, Earth Terminals, Dexcel, Standard, Chaparral) LNAs (M/A Com, Locom, Locus, Dexcel)
Staff: Stacy Peterson, Linda Mainquist, John Schoen
Booth(s) H083

AMPLICA, INC.
950 Lawrence Dr., Newbury Park, California 91320 (805) 498-9671
Product: LNAs, LNCs, receivers, amplividers, line drivers, bias tees, LN block converters, new remote downconverters/receivers
Staff: Nick Pena, Jerry Moore, Burt Ashens, Bill Fahringer, Mark Lampenfeld
Booth(s) H035,H036

ANTENNA DEVELOPMENT & MFG., INC.
Hwy. 67 South, P.O. Box 1178, Poplar Bluff, Missouri 63901 (314) 785-5988
Product: Complete systems
Staff: James W. Gowen, Ed Randall, Charles R. Shumate
Booth(s) H08C

AQUARIAN VIDEO
1780 E. Colorado Blvd., Pasadena, California 91106 (213) 793-7876
Product: TVRO motion control systems, electronic control units and actuators
Staff: Karas Burrows, William Dobschutz
Booth(s) H012

ARUNTA ENGINEERING CO.
4124 E. Indian School Road, Phoenix, Arizona 85018 (602) 956-7129
Product: New interceptor, satellite receivers, stereo processors, remote dish actuators
Staff: Ed Grotsky, Pam Grotsky, Larry Halden, Cynthia Halden, Jim Burgolzer, Jan Burgolzer
Booth(s) H04,H05

AUTOMATION TECHNIQUES, INC.
1846 N. 106 E. Avenue, Tulsa, Oklahoma 74116 (918) 836-2584
Product: Satellite receivers
Staff: Dale McCallie, Tom Elmore, Frank Packett, Ted Anderson
Booth(s) H099

AVCOM OF VIRGINIA, INC.
500 Research Road, Richmond, Virginia 23236 (804) 794-2500
Product: Satellite receivers, isolators, powerblocks, 2-way, 4-way and 8-way power dividers, modulators and racks
Staff: Andy Hatfield, Pat Hatfield, James Walker, John McLean
Booth(s) H059,H060

BIRDVIEW SATELLITE COMMUNICATIONS, INC.
P.O. Box 963, Chanute, Kansas 66720 (800) 835-0662
Product: Complete systems, including earth station antennas
Staff: Charles Ross, Bob Owens, Fred Z. Forslund, Tim Blackwood
Booth(s) H064,H065,H066

BOMAN INDUSTRIES

9300 Hall Road, Downey, California 90241 (213) 869-4041

Product: Complete systems, including receivers, LNCs, antennas (9′ × 9′ square), and 11′-4 piece dishes

Staff: Robert Maniaci, Ralph Woodward, Jeff Kontini, Glenn Royburn, Gary Familathe

Booth(s) H032,H033

C. ITOH & CO. (AMERICA), INC.

270 Park Avenue, New York, New York 10017 (212) 953-5218

Product: Satellite receivers

Staff: Mr. H. Sugiyama

Booth(s) H042,H043

CHANNEL GUIDE

P.O. Box 2027, Englewood, Colorado 80150 (800) 323-1718

Product: Satellite programming listing service with news and information on the TVRO industry

Staff: Lloyd Covens, Leslie Howard, Richard Eye, Mary Covens

Booth(s) . . . . . located in the main entrance foyer to the Holiday Hall

CHANNEL MASTER (Division of Avnet, Inc.)

Ellenville, New York 12428 (914) 647-5000

Product: Satellite TV earth stations and related equipment

Staff: Donald Berg, Richard Deutsch, Russ Oberlin, Mike West, Joe Lewis, Manny Sloan, Steve Keston

Booth(s) H016,H051,H052,H087

CHAPARRAL COMMUNICATIONS, INC.

P.O. Box 832, Los Altos, California 94022 (408) 262-2536

Product: Antenna feeds

Staff: Robert B. Taggart

Booth(s) H075

CONIFER CORPORATION

P.O. Box 1025, Burlington, Iowa 52601 (319) 752-3607

Product: Complete home and commercial TVRO systems, antennas, LNAs, receivers and portable 3.7-4.2 GHz signal generators

Staff: George Jones, Jim Clark, Bob Simpson, Gary Hamilton

Booth(s) H055

COOP'S SATELLITE DIGEST

P.O. Box 100858, Ft. Lauderdale, Florida 33310 (305) 771-0505

Product: Publication

Staff: Robert Cooper

Booth(s) H025

D H SATELLITE TV

P.O. Box 239, Prairie du Chien, Wisconsin 53821 (608) 326-6705

Product: Satellite earth stations

Staff: Frank Weeks, Roger Weeks

Booth(s) H048

DEXCEL, INC.

2285 C Martin Avenue, Santa Clara, California 95050 (408) 727-9833

Product: Low noise amplifiers, downconverters and receivers

Staff: Bruce Lemoine, Art Kawai, Dr. Yozo Satoda, Cliff Kelly, Fred Graham, Dr. Sanehiko Kakihana

Booth(s) H073,H074

DISCOM SATELLITE SYSTEMS, INC.

P.O. Box 8699, Independence, Missouri 64054 (816) 836-2828

Product: Trailer mount demonstration units, demonstration mounting systems, antenna motor drives, LNAs, receivers, stock and commodities news service and motel satellite units

Staff: Arthur Liebenthal, David Pool

Booth(s) H034

EARTH STATIONS, INC.

957 Washington Place, Grosse Pointe, Michigan 48230 (313) 882-2079
Product: Four-meter antennas, injection molded, remote actuator systems, fully adjustable tracking polar mounts
Staff: Bob Maul, Ed Tomaszewski, Mike Franks, Hank Turek, Chris Ganoff, Sharon Tomaszewski, Eric Totz, Linda Marson, Fitch Kalba
Booth(s) H0100,H0101

EARTH TERMINALS, INC.

Microwave Plaza, Cincinnati, Ohio 45242 (513) 484-6200
Product: Receivers
Staff: Clyde Washburn, William Gaible, Steve Corwin
Booth(s) H096,H097

ECHOSPHERE CORP.

5315 S. Broadway, Littleton, Colorado 80120 (303) 797-3231
Product: Complete TVRO systems and components
Staff: Charlie Ergen, Candy McAdam, Doug Hartwell, Jim DeFranco
Booth(s) H09,H010,H011,H019

ELECTROHOME, LTD.

809 Wellington Street, N., Kitchner, Ontario, Canada N2G 4J6 (519) 744-7111
Product: Introducing the Microdesign II satellite receiver system (receiver and navigator with infrared remote control)
Staff: Allan Lodberg, Pat O'Neill, Harry Voorthuis, Terry McKinley
Booth(s) H057

ENERGY SYSTEMS, LTD.

2306 Charles Avenue, Dunbar, West Virginia 25064 (304) 768-9723
Product: Complete TVRO systems and accessories
Staff: Robert Elliott, David Dorsey, J. D. Fore, Gary L. Norman
Booth(s) H022

FRANCIS ENTERPRISES, INC.

P.O. Box 906, Poplar Bluff, Missouri 63901 (314) 989-3248
Product: Satellite antennas
Staff: Gary White, Marvin Glass, John Francis, Jr.
Booth(s) H086

FREEDOM SEVEN

P.O. Box 908, Kimberling City, Missouri 65686 (417) 739-4131
Product: Programmable antenna rotators, microwave receivers
Staff: Joe Swadley, Jerry Noel, Charlie Park, Mark Lett
Booth(s) H093

GALAXSCAN, INC.

3706 North Harold Street, North Little Rock, Arkansas 72118 (800) 643-8737
Product: Complete systems
Staff: Garold Wormington, Lynn Benware, Jay Bray, Leigh Wormington, Steve Loftis
Booth(s) H014,H015

HASTINGS ANTENNA CO., INC.

847 West 1st Street, Hastings, Nebraska 68901 (402) 463-3598
Product: Complete systems, including 10′ and 12′ dishes, receivers and actuators
Staff: Joe Anderson, Dale Curtis, Luana Morrow
Booth(s) H095

HERO COMMUNICATIONS, INC.

1783 West 32nd Place, Hialeah, Florida 33012 (305) 887-3203
Product: Satellite antennas
Staff: Robert Behar, Gary Willhoite, Joe Overholt
Booth(s) H068,H069

HOOSIER ELECTRONICS, INC.

P.O. Box 3300, Terre Haute, Indiana 47803 (812) 238-1456
Product: Complete systems, including receivers, LNAs and antennas
Staff: Steve Bland, Jeff Vicars, Maxine Burns, Jim Payne
Booth(s) H078,H079

INTERNATIONAL CRYSTAL MFG., INC.

10 North Lee, Oklahoma City, Oklahoma 73012 (405) 236-3741
Product: Satellite receivers, tunable audios, stereo decoders, remote controls and downconverters
Staff: Royden Freeland, Charles Feuerborn
Booth(s) H013

INTERNATIONAL VIDEO COMMUNICATIONS CORP.

4005 Landski Drive, North Little Rock, Arkansas 72118 (501) 771-2800
Product: Complete systems, components and wide screen televisions
Staff: Bob Mullenax, Dave Mullenax, Gene Mullenax, Bill Sheets, Bill Thorton, H.B. Slaughter
Booth(s) H062,H063

INTERSAT CORPORATION

2 Hood Drive, St. Peters, Missouri 63376 (314) 278-2178
Product: Complete systems, including antennas, receivers, modulators, stereo processors and components
Staff: David McClasky, Don McLaughlin, Guy Davis, Jim Halley, John Hatway, Susan McClasky, Jan Davis, Judy Rigsby
Booth(s) H070,H071

J.V. ELECTRONICS

41 Canal Street, Box D208, Landing, New Jersey 07850 (201) 347-3206
Product: Receivers and systems
Staff: Joe Valentino
Booth(s) H085

JANEIL CORPORATION

6860 Canby Avenue, Suite 113, Reseda, California 91335 (213) 881-4155
Product: Janeil satellite antennas and systems
Staff: Bob Dushane, Royce Kruger, Don Adamson, Joe Valentino, Pete Peterson, Irv Zaroff, George Mitchell
Booth(s) H090,H091,H092

KAUL-TRONICS, INC.

Route 1, Box 292, Lone Rock, Wisconsin 53556 (608) 583-4833
Product: Complete systems, specially designed logo dishes, remote antenna dishes, commercial and home receivers, specially designed antennas
Staff: John Kaul, Jim Atkinson, Ross Halverson
Booth(s) H089

KLM ELECTRONICS, INC.

P.O. Box 816, 17025 Laurel Road, Morgan Hill, California 95037 (408) 779-7363
Product: Earth stations, receivers
Staff: David Barker, Ken Holiday, Jackie Holiday, Phan Barker, Gary Gordon
Booth(s) H02,H03

LOWRANCE ELECTRONICS, INC.

12000 E. Skelly Drive, Tulsa, Oklahoma 74128 (918) 437-6881
Product: Receivers and downconverters
Staff: Mike Render, Terry Wilkinson, Bob Henderlong, Howard Yeilding, Don Maine
Booth(s) H038,H039

LULY TELECOMMUNICATIONS CORP.

456 S. Sierra Way, San Bernardino, California 92408 (714) 888-7525
Product: Specializing in full systems for recreational vehicles, site surveys and demonstrations
Staff: Robert Luly, Janis Luly, David Murray, Randy Carlton, Laura Murray
Booth(s) H049

MARINE ELECTRONICS CORP.
356 S. Blvd., P.O. Box 1706, Lake City, South Carolina 29560 (803) 394-8513
Product: Complete systems, including LNAs, receivers, antennas and mounts
Staff: Carroll Godwin, Evans Godwin, Bill McClam
Booth(s) H023

MICRO-SAT INDUSTRIES
Box 154, Grove City, Minnesota 56243 (612) 857-2515
Product: Satellite antenna systems
Staff: Brian Wilhelm, George McCall, Glen Witman
Booth(s) H058

MICROWAVE APPLICATIONS GROUP
3030 Industrial Parkway, Santa Maria, California 93655 (805) 928-5211
Product: Ferite polarization motor, TVRO components
Staff: David W. Prigge, Charles R. Boyd, Bob Pizzi
Booth(s) H014,H015

MICROWAVE CONSULTANTS
5720 South University, Little Rock, Arkansas 72209 (501) 568-9090
Product: Modulators and positioners
Staff: Terry Fleming, John Cryer
Booth(s) H020

MIRALITE CORP.
1331 E. Street, Gertrude Place, Santa Ana, California 92705 (714) 641-7000
Product: Commercial earth station antennas (System III antenna)
Staff: Richard Tenney, Daryl Francis
Booth(s) H084

NATIONAL MICROTECH
P.O. Box 417, Grenada, Mississippi 38901 (601) 226-8432
Product: Apollo satellite systems
Staff: Dave Fedric, Horton Townes, John Grantham, Bill Ferguson, Don Vance, Joe Garner
Booth(s) H028,H029,H030,H031

NEWTON ELECTRONICS
2218 Old Middlefield Way, Mountainview, California 94043 (415) 967-1473
Product: TVRO signal generators, dual conversion downconverters, hybrid amplifier ICs
Staff: John Storer, Mike Gustafson
Booth(s) H024

ODOM ANTENNAS
West Mississippi and Pecan Streets, Beebe, Arkansas 72012 (501) 822-5570
Product: 10′ mechanical package and commercial package, 16′ antennas
Staff: Randall Odom, Golden Moore, Larry Duke, Randy Segraves
Booth(s) H076

PARADIGM MANUFACTURING, INC.
2962 Cascade Blvd., Redding, California 96003 (916) 275-5434
Product: Antennas with television receivers
Staff: David P. Johnson, Max Schreiber, Gary Prosser, Frank Casten, Mike Martin
Booth(s) H072

PRECISION SATELLITE SYSTEMS
Interstate 70 and Hwy. 83, Oakley, Kansas 67748 (913) 672-3247
Product: Antennas, antenna controls, receivers
Staff: Darryl VanKirk, Kathy VanKirk
Booth(s) H056

RADIO SEMICONDUCTOR/LOCOM
315 Benner Pike, State College, Pennsylvania 16801 (814) 238-2133
Product: High reliability, low noise amplifiers
Staff: Kingsley Hastings, Joe Ray
Booth(s) H018

R.L. DRAKE COMPANY
540 Richard Street, Miamisburg, Ohio 45342 (513) 866-2421
Product: Satellite receivers and stereophonic adapters
Staff: Steve Koogler, Merl Powell, Geoff Hinkle, Ray Midkiff, Milt Sullivan
Booth(s) H067

SALES, INC.
688D Alpha Drive, Cleveland, Ohio 44143 (216) 461-0000
Product: Standard Gillaspie receivers, California amplifiers and products, LNAs, Chaparral and Astro products
Staff: Al Waltman, Debrah Royer, Judy Gaglioni
Booth(s) H077

SAT-COM MARKETING, INC.
Rt. 1, Box 268A, Kellyville, Oklahoma 74039 (418) 247-6048
Product: Complete systems (OEM equipment manufacturer)
Staff: Jim Mackerelle, Don Stephens, Randy Kelley
Booth(s) H094

SAT-TEC SALES, INC., DIVISION OF RAMSEY ELECTRONICS, INC.
2575 Baird Road, Penfield, New York 14526 (716) 786-3950
Product: Satellite receivers
Staff: John Ramsey
Booth(s) H037

SATCOM, INC.
1756 Junction Avenue, San Jose, California 95112 (408) 286-6000
Product: 4 and 12 GHz LNCs and receivers, VTOs, 2′ TVROs, videotapes on DBS
Staff: Erek Jenstad, Mimi Cook, Christine Sorensen, Richard Maddox
Booth(s) H08

SATELLITE LIQUIDATORS (An ALLSAT, INC., Company)
7451 Switzer, Suite 107, Shawnee Mission, Kansas 66203 (913) 236-9692
Product: Complete systems, including actuators, polatrons, receivers and LNAs
Staff: Bob Beach, Steve Phelps, Gene Huggins
Booth(s) H053, H054

SATELLITE ORBIT MAGAZINE
P.O. Box 1048, Hailey, Idaho (208) 788-4938
Product: Magazine of satellite entertainment and electronics
Staff: Dave Wolford, Gayle Swenke, Joel Leipzig
Booth(s) . . . . . located in the main entrance foyer to the Holiday Hall

SATELLITE SUPPLIES/COOK COMMUNICATIONS
164 B Gilman Avenue, Campbell, California 95008 (408) 370-1515
Product: SMATV systems, 13′ parabolic antennas, receivers, modulators, 13″ TV sets demonstrating a 6-channel system; armchair environment: single receiver, TV set and wireless remote control
Staff: Bob Bendorf, Steve Serafin, Tom McCardle, Bill Tobin, Jim Scalf
Booth(s) H026,H027

SATELLITE TV WEEK/SATELLITE TV
P.O. Box 308, Fortuna, California 95540 (800) 358-9997
Product: Listings and information guide for the satellite television industry
Staff: Pat O'Dell, Nelson Ethier, Chris Schultheiss, Doug Brown, Allan Romano
Booth(s) . . . . . located in the main entrance foyer to the Holiday Hall

SOUTH RIVER METAL PRODUCTS CO., INC.
P.O. Box 394, Matawan, New Jersey 07747 (201) 566-7087
Product: TVRO antenna mounts (polar type) pole and stand models
Staff: Roy Cohn, Max Cohn, Martin L. Roth
Booth(s) H044

SPACE (THE SOCIETY FOR PRIVATE AND COMMERCIAL EARTH STATIONS)
1920 N Street, N.W., Suite 510, Washington, D.C. 20036 (202) 887-0605
Product: Trade association representing the earth station industry
Staff: Richard L. Brown, Frederick W. Finn, Robyn G. Nietert, Carole S. Sutter, Marla Tocker
Booth(s) H01

STARVIEW OF TEXAS, INC.
15304 Midway Rd., Dallas, Texas 75234 (214) 934-9126
Product: Complete earth station systems
Staff: James Redmond, Richard Redmond
Booth(s) H098

STARVIEW SYSTEMS—HASTINGS & RICHARDSON, INC.
Route 3, Box 103G, Pocahontas, Arkansas 72455 (501) 647-2292
Product: TVRO equipment
Staff: John Hastings, Virgil Richardson, Ann Hastings, Mary Richardson
Booth(s) H06

TEL-VI, INC.
1307 West Lark, Industrial Blvd., St. Louis, Missouri 63026 (314) 343-9977
Product: Linear drive systems: linear drive actuators and electronic controls
Staff: Ted Forster, Rich Potts, John Hubener
Booth(s) H088

TELECOM INDUSTRIES CORPORATION
27 Bonaventura Drive, San Jose, California 95134 (408) 262-3100
Product: Dual-conversion satellite television receiver systems
Staff: Jim Bertonis, Vincent Finelli, Andy Gibbs
Booth(s) H061

UNITED SATELLITE SYSTEMS
St. Hilaire, Minnesota 56754 (218) 681-5616
Product: Complete TVRO systems, including antennas, LNCs, receivers, feed control systems, power azimuth drive
Staff: Doug Dehnert, Rich Anderson
Booth(s) H017

VALLEY PRODUCTS CORPORATION
P.O. Box 668, Valley, Nebraska 68064 (402) 359-2556
Product: Complete systems, including receivers, antennas and mounts
Staff: Tim Daugherty, Jim Baber, Dan Ord
Booth(s) H047

VECTOR SYSTEMS
519 East Broadway, Newport, Tennessee 37821 (615) 623-4200
Product: Remote antenna positioners
Staff: Joe Overholt
Booth(s) H019

VIDEO PRODUCT NEWS
P.O. Box 2772, Palm Springs, California 92263 (714) 323-2000
Product: Bimonthly publication of news and information on the latest products and services for the video industry
Staff: Steve Tolin
Booth(s) . . . . . located in the main entrance foyer to the Holiday Hall

VIDEO SATELLITE CORPORATION

Box 327, Columbus, Nebraska 68601 (402) 563-3625
Product: Complete systems, including antennas, receivers and downconverters
Staff: Don Eby, Rod Behlen, Ron Lambert, John Brassfield
Booth(s) H082

VIDEO STORE MAGAZINE

Hester Communications, Inc., 1700 E. River Dyer Rd., Suite 250, Santa Ana, California 92705 (714) 549-4834
Product: Trade publication produced for the home video products retailer
Staff: David Rowe, Leslie Neller
Booth(s) . . . . . located in the main entrance foyer to the Holiday Hall

VIDEOPLAY MAGAZINE

51 Sugar Hollow Road, Danbury, Connecticut 06810 (203) 743-2120
Product: Magazine covering TVROs and related equipment
Staff: Charles Tepfer
Booth(s) . . . . . located in the main entrance foyer to the Holiday Hall

WILSON MICROWAVE SYSTEMS

4286 S. Polaris Avenue, Las Vegas, Nevada 89103 (800) 634-6898
Product: Wilson antennas, Gillaspie receivers, LNAs
Staff: Jerry O. Flatt, Al Tamura, Jim Wilson, Marty Ivans, Lynn Ivans
Booth(s) H040,H041

WORLD SAT, A Division of Lawhorn, Inc.

6325 Chamberlayne Road, Richmond, Virginia 23111 (804) 649-2239
Product: Actuators
Staff: Gordon H. Lawhorn, Violet A. Lawhorn, Rick Lewis
Booth(s) H081

SPACE Notes

Be sure to give yourself a few minutes to drop by the SPACE booth to chat with the staff about the Association's activities and pick up some literature on SPACE PAC and other Association activities. Also at the booth are:

— SPACE T-Shirts —

— SPACE Posters —

Both items are in full color and will be available for sale at the Show as well as by mail after the Show is over. Volume discounts are available, inquire at the SPACE booth.

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SOCIETY FOR PRIVATE AND COMMERCIAL EARTH STATIONS